

Message Text

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PAGE 01 TAIPEI 07345 120953Z

13

ACTION XMB-04

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R 120903Z DEC 74

FM AMEMBASSY TAIPEI

TO SECSTATE WASHDC 3680

UNCLAS TAIPEI 7345

WASHDC PASS EX-IM BANK

E.O. 11652: N/A

TAGS: EFIN, TW

SUBJECT: FCIA CLAIM NOS. M-571, M-572 & D-356

REF: STATE 260474

EMBASSY WAITED ONE WEEK FOR THE RETURN OF CHIN-HEE YANG, BOARD CHAIRMAN OF YUAN-I INDUSTRIAL CO., LTD., FROM A BUSINESS TRIP TO HONGKONG. ON DECEMBER 10 EMBASSY STAFF FINALLY MET WITH CHIN-SUO CHEN, GENERAL MANAGER OF BOTH YUAN-I AND WU JUNG INDUSTRIAL CO., LTD., WHEN TOLD YANG WAS BACK FROM HONGKONG BUT HAD NOW GONE TO KAOHSIUNG. FOLLOWING ARE ANSWERS IN ORDER OF QUESTIONS IN PARA 8 REFTEL:

1. CHEN SAID ON CLAIM M-571, YUAN-I WAS VISITED BY JOHN J. DAVIS, SECOND VICE PRESIDENT, TRUST CO. OF GEORGIA IN NOVEMBER AND HE AGREED REQUEST HIS COMPANY EXTEND TWO OVERDUE INSTALLMENTS (FEB. 4 & AUGUST 4, 1974) BY ONE YEAR, I.E., TO FALL DUE ON FEB. 4 & AUGUST 4, 1975; IF APPROVED, INTEREST PAYMENTS WILL BE REVISED. WITH REGARD TO M-572 AND D-356, YUAN-I WOULD LIKE TO HAVE A SIMILAR POSTPONEMENT OF DEBT SERVICE FOR ONE YEAR WITH INTEREST PAYMENTS ADJUSTED ACCORDINGLY.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 TAIPEI 07345 120953Z

2. CHEN PROMISED TO FURNISH AUDITED FINANCIAL STATEMENTS OF BOTH YUAN-I AND WU JUNE COVERING THE FIRST THREE QUARTERS 1974 IN NEAR FUTURE WITHOUT GIVING AN APPROXIMATE DATE. EMBASSY STAFF REQUESTED THAT ALL PLEDGED ASSETS BE DISCLOSED IN NOTES TO FINANCIAL STATEMENTS.

3. CHEN SAID THAT ALMOST ALL YUAN-I AND WU JUNE'S LAND, BUILDING, MACHINERY EQUIPMENT, ETC. WERE PLEDGED AS LOAN SECURITIES LARGELY BECAUSE LOCAL BANKING PRACTICE ACCEPTS PROPERTIES AS LOAN SECURITIES ONLY AT 50 PERCENT OF CURRENT OF BOOK VALUE.

4. ACCORDING TO CHEN, YUANI AND WU JUNE ARE OPERATING THREE SHIFTS NOW JUST AS IN EXPORT BONANZA YEAR OF 1973. EXPORT SALES ARE MAINSTAY OF THEIR BUSINESS; CHIEF MARKETS ARE JAPAN AND USA. AT PRESENT THEIR ORDER BOOK IS FILLED AND SHOULD KEEP BOTH COMPANIES IN FULL OPERATION FOR NEXT SIX MONTHS. ORDERS WERE SHARPLY REDUCED IN FIRST HALF 1974 DUE TO LARGE CARRYOVER IN IMPORTING COUNTRIES AND DECLINING PRICES BUT BUSINESS REVIVED SINCE BEGINNING SECOND HALF AFTER SUBSTANTIAL DEPLETION OF CARRYOVER. PRESENT NUMBER ONE DIFFICULTY FACING YUAN-I IS LOW EXPORT PRICES WHICH DRAIN OUT ERSTWHILE HANDSOME PROFITS; ON OTHER HAND CURTAILING OPERATION WOULD AGGRAVATE OVERHEAD BURDEN. CHEN MENTIONED THAT ALTHOUGH COMPANY ON SAME SCALE OF PRODUCTION AS LAST YEAR, MONTHLY EXPORT REVENUE OF YUAN-I AND WU JUNE NOW HAS DROPPED TO US\$1 MILLION FROM US\$1.2-1.4 MILLION IN 1973 INSPITE OF RISING INPUT COSTS; THIS IS THE CHIEF CAUSE FOR THEIR DELINQUENCY IN LOAN REPAYMENTS.

5. ASSUMING SINCERITY IN CHEN'S STATEMENT AS OUTLINED IN 4 ABOVE, YUAN-I AND WU JUNE WILL PROBABLY REMAIN AT PRESENT PRECARIOUS BUT NOT WORSENE SITUATION IN SHORT TERM WHILE MANY EXOGENOUS FACTORS - WORLD ECONOMY AND TRADE AT LARGE, TEXTILE SALES IN PARTICULAR, ROC'S WISDOM IN TRADE POLICY AND ITS COMPETITIVE ABILITY VIS-A-VIA SOUTH KOREA, HONGKONG, ETC. - WOULD PLAY A DOMINANT ROLE IN COMPANIES' LONG TERM PROSPECTS.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 TAIPEI 07345 120953Z

6. YUAN-I AND WU JUNE ARE TWO LEADING COMPANIES OF EIGHT SEPARATE LEGAL ENTITIES CONTROLLED BY THE YANG FAMILY. CHIN-HEE YANG'S WIFE IS CHAIRMAN OF BOARD OF WU JUNE CO. THE WHOLE GROUP OWNS 55,000 SPINDLES AND 454 LOOMS AND PERFORMS INTEGRATED TEXTILE MANUFACTURING FROM SPINNING TO GARMENT MAKING. TOTAL ASSETS SHOULD BE WORTH AT LEAST US\$15-20 MILLION. HOWEVER, EMBASSY DOES

NOT HAVE DATA ON COMPANIES' LIQUIDITY AND CREDIT STAND-
ING. EMBASSY ENDEAVORING TO GET NAMES OF YUAN-I'S
PRINCIPAL CREDITORS AND HOPES TO GAIN INSIGHT OF YUAN-I'S
FINANCIAL STATUS THROUGH LATTER CHANNEL. EMBASSY WILL
KEEP EX-IM BANK POSTED OF FURTHER DEVELOPMENTS.
POPPLE

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